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| AREAS OF EXPERTISE  Scheduling Appointments  Supplier Relationship Management.  Salesforce CRM  Customer Education.  Familiarity with Incoterms | PERSONAL SUMMARY  A hardworking, proactive person with an upbeat and positive attitude, who is looking for an opportunity to make a big difference in a business that is moving forward. Possessing a track record of achievements and a proven ability to manage relationships with Healthcare management. Results-driven and able to use initiative to develop effective solutions for hospitals whilst having an active and dynamic approach to work and getting things done efficiently.  Looking for a suitable managerial position with an exciting and ambitious company that offers genuine room for progression. |
| PERSONAL SKILLS  Attention to detail  Goals orientated  Methodical  Right at the first time | ACHIEVEMENTS   1. I Represented Mumbai in the Prestigious star club award in Sun-pharma in 2017. 2. Successfully launched new indication for Drug Dapagliflozin in Heart Failure Space. |
| PERSONAL DETAILS  Kalyan (W)- 421301  M: +91 8850240685  Email: nikhil15789parab@gmail.com  DOB: 07/15/1989 Nationality: Indian | KEY SKILLS AND COMPETENCIES   * Ability to identify and implement new procedures and processes. * Have strong oral and written communication skills. * Vast experience of working with a range of Medical representative   Excellent in judgment and decision-making |
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| WORK EXPERIENCE | 1. **AstraZeneca India limited ▪ Mumbai, Nashik ▪ India**   **Manager key accounts**  **Nov- 2017 – Present**   * Support the growth of key accounts by identifying opportunities and developing relationships with key decision makers. * Exceeded sales targets by proactively managing the sales process and developing creative solutions to customer needs. * Demonstrated ability to build rapport and establish trust with customers, developing long-term relationships. |
|  | Sun Pharmaceuticals ▪ Mumbai ▪ India **Medical Representative** **April-2016-Oct-2017**   * Demonstrated knowledge of medical terminology and clinical procedures Delivered presentations to health care professionals * Developed and maintained relationships with key opinion leaders * Organized and participated in national and regional conferences * Presented scientific data to support product efficacy * Prepared and submitted report. |

**EDUCATIONALDEVELOPMENT:**

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| **Qualification** | **Board/University** | **Year** |
| MBA Marketing | Jamnalal Bajaj Institute of Management Studies | Pursuing |
| BSC | Wilson’s college,Mumbai University | 2013 |
| MSC | Ruia College, Mumbai University | 2015 |

**REFERENCES:**

Available on Request